

AMENDMENT #6: AMREYA REFINERY MODERNIZATION

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Please note that the Request for Proposals (RFP) for the FEASIBILITY STUDY for the AMREYA REFINERY is amended, as follows:

Questions, Answers and Clarifications: This amendment consists of clarifying questions and answers submitted by potential Offerors regarding the RFP packet. Responses to submitted questions are attached.

Q: [BIDDER NAME] hereby requests an extension to the current proposal submittal date for the “Egypt: Feasibility Study: Amreya Refinery Modernization” – from Thursday 18 March 2021 to Monday 29 March 2021 – to ensure that all our in-country participants are able to deliver the necessary input for our proposal while maintaining COVID-19 safety measures, and to comply with the requirement for delivery of physical and electronic copies of our proposal to the Alexandria offices of the APRC chairman.

A: Please be informed that the new due date is **March 31, 2021**.

Q: Please provide an example of a letter of commitment?

Section 3.6 Experience and Qualifications

The Offer shall provide information with respect to relevant experience and qualifications of key staff proposed. The Offer shall include letters of commitment from the individuals proposed confirming their availability for contract performance.

A: Please find in request for proposals “RFP” – APPENDIX 4 – The letter of commitment form received from USTDA.

Q: Can you please share the list of units in the refinery included in study?

A: Please be informed that all APRC units are included in the study and they are already shown in the request for proposals “RFP” – page 82 of 82 – Process Flow Chart.

Q: Has APRC already commissioned or conducted:

- a. A market study for the various crude, fuel, chemical and lube products?
- b. A price forecast study for the various feedstocks, fuel, chemical and lube products?

A: Please be informed that APRC has not commissioned or conducted a market study or price forecast study.

Q: If APRC has commissioned or conducted previous market or price studies, will they be made available to the successful bidder?

A: Please be informed that APRC has NOT commissioned or conducted previous market or price studies.

Q: If APRC has NOT commissioned or conducted previous market or price studies will the successful bidder be required to provide these?

A: Please be informed that market or price studies are not required in the study.

Q: Please confirm if the awarding criteria is “all or nothing” or on a sliding scale? Example, is the 20% based on experience given if we provide 4 complete references or if only the maximum 6 complete references are provided.

A: Please be informed that the awarding criteria is on a sliding scale.

Q: If a subcontractor is needed for the ESIA, how will that impact the awarding criteria?

A: Please be informed that the awarding criteria is for the contractor only, the subcontractor will not be evaluated.

Q: What does the increase in product barrels by 540,000 from fuel gas reduction mean? How is a reduction in energy consumption related to liquid products?

A: Please be informed that there are different targets of the study. One is to increase production and another target is to reduce energy consumption and the scope of the contractor is to tell us how to reach the targets.

Q: Is fuel oil burnt as fuel in the refinery?

A: The main fuel used in APRC is fuel gas, but we have the capability to use fuel oil.

Q: How long should the offer for our proposal be valid for?

A: The offer proposal should be valid for enough period to such projects, may be two months or more.

Q: How long will the decision to award the contract take from March 18, 2021?

A: Please be informed that the new due date for proposals is March 31st, 2021, and the decision to award the contractor will not exceed one or two months according to the response of the contractors to APRC comments.

Q: Can we suggest deviations from the original contract? Will they be accepted or would the proposal be disqualified from consideration or will we be penalized even if the deviation is better for the project? Will the proposal be amended for the suggested deviations?

A: Please be informed that suggestions deviations from the original contract that gives more benefits to the project will be evaluated and considered, but suggested deviations that have disadvantages will be discussed with the contractor first and evaluated either to be penalized or disqualifications.

Q: What is the existing Distributed Control System (DCS)?

A: Please be informed that APRC has different DCS generations which are supplied from various companies, and the details will be given during the study phase.

Q: Can we get a rough I/O count for the DCS?

A: Please be informed that the details will be given during the study phase.

Q: Are there multivariable controllers (MVC) in place on the refining units?

A: There were multivariable controllers (MVC) in place on the refining units but we replaced them with multivariable transmitters; their signals processed in DCS to give order to the controller.

Q: The RFP states the desire for the refinery to increase its throughput (there are references to 20% and even 25%). For such increases in throughput, the process units need to be thoroughly analysed using process simulation and linear programming software. However, the skills required in the RFP and the list of experts does not include Process Engineer, Process Designer, etc. Can you please confirm your requirements in this regard and the points that are assigned for such skills in the bid evaluation?

A: Please be informed that APRC confirms the requirements in this regard and as mentioned in the “Award Criteria”, “Project Manager with a minimum of a BS in Chemical Engineering with 20 plus years of experience in refinery engineering.”

Q: In one of the responses to clarification points you state that “The Contractor shall conduct a review of Refinery operations, including Current projects under development and implementation On-site”. Are the “current projects” supposed to give 20-25% increase in throughput? Or the scope of work in this RFP is to initiate new projects to increase the throughput by 20-25%?

A: Please be informed by the following:

- a. The current projects will not give 10-25% increase;
- b. As mentioned in Task 2: Site Vitis and Current Situation Assessment, “The Contractor shall conduct a review of Refinery operations, including: Current projects under development and implementation on-site”; and
- c. The scope is to increase the throughput by 10-25%, and this could be by initiating new projects.

Q: Has the increase in throughput (20-25%) been already studied and simulated? If yes, will the scope of work under this RFP start from the review of that simulation work?

A: Please be informed that the increase in throughput by (10%-25%) is the target of the study, and this is to be studied and simulated by the contractor as to how to achieve it.

Q: In case of increasing throughput (by up to 20-25%), the ability to meet product qualities would need to be checked. The RFP is unclear about the required product qualities. Please clarify.

A: Please be informed that as mentioned in Task 5 – Technical Analysis, Subtask 5.5, Future Configuration, “The Contractor shall prepare their analysis of the improvements of the future configuration, including, but not limited to:

- Yield;
- Energy use;
- Tanks, pumps, and other relevant equipment included in the upgrade;
- Losses;
- Product Quality;
- Safety;
- Profitability; and
- Labor impact.

Q: The study team under this RFP needs to comprise a piping designer and also electrical and mechanical engineers along with the process engineers. The reason for that is that the refinery efficiency and configuration require looking at the potential piping system and layout, compressor/pump reviews and a significant review of the electrical systems. Please clarify if such skills (and CVs) will be part of your bid evaluation process.

A: Please be informed that such skills will be considered and evaluated in comparing the proposed offers as the mentioned Professional Qualifications in the award criteria represent the minimum Qualifications for accepting the proposed offer.